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1912

HEIKES--HUNTSVILLE--TREES.

The Huntsville Wholesale Nurseries

JANUARY

Huntsville, Ala.

1912

U. S. Department of Agriculture,
Washington, D. C.



FOR THE TRADE ONLY.

Special Mention.

ROSES. We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page 6 covers all shades of colors from white to the darkest crimson. We guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

PEACHES.

The Mayflower—Introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Ripens here May 19th to June 5th, depending upon the season. Mr. Lindley has tested this variety in his orchard for the past four years. It is remarkable peach and red all over. Will supersede Victor and Sneed.

Arp Beauty is next in season and next in value to Mayflower. Comes in just before and laps over into the season of Greensboro. It is quite distinct from any variety that we know and will prove a very valuable sort for commercial orchards as well as for family orchards. It is the most showy and by far the best in quality of any peach of its season. The flesh is of a rich, inviting yellow color; the skin a pleasing shade of yellow, very attractively painted and mottled with bright crimson. It is very prolific, has large flowers and is one of the hardiest in tree, bud and bloom. Freestone, but the flesh, like that of all exceptionally early freestone peaches, clings more or less to the seed. In size it is about the same as Yellow St. John.

Apex—Ripens at the same time as Alexander, to which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality—one of the best early market varieties. Freestone, but, like all extra early peaches, the flesh clings to the stone.

Dr. Burton—Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

Goldfinch (Ea. Elberta)—This is a seedling of Elberta, of very much the same characteristics, but ripening about a week earlier.

Munson's Cling. A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

Munson's Free.—Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

Rex.—A seedling of Elberta, ripening about a month later. This variety in size, color of skin and flesh is very much like Elberta.

Tiebout—Free, largest size, rich orange color, with dark red cheek, flesh of the finest quality, firm, buttery; a splendid shipper, seed small. About two weeks later than Elberta.

Dulce—The same description of the Tiebout, but ripening a month later.

Octobel (Bell's October). Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Tiebout, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.

The Huntsville Wholesale Nurseries

JESSIE S. MOSS, PROPRIETOR.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1911 AND SPRING OF 1912.

HEIKES HUNTSVILLE TREES.

JANUARY, 1912.

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Mt. Pleasant, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR MT. PLEASANT, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipments required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

PEARS: The pears we offer are all worked on French Pear Seedlings 7-12 mm, branched roots. In grafting pears we use the first cut only. Kieffer, from grafts, grow up tall and straight in one year of sufficient height to cut back to the proper height to form heads for two year old trees.

KIEFFER PEARS---Two Years, Grafted on Branched French Pear Seedlings.

GRAFTED PEARS.	Fodder.	Folder.	Follow.	Fondle.	Foolish.	Forage	Foxy.
Two Years	5 to 7 feet 5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft	2 to 3 ft.	
On French Seedl'gs	¾ to 1 in.	¾ to ¾	9-16 to ¾	½ to 9-16	7-16 to ¾		
Kieffer	Pr M \$125	Per M \$100	Per M \$85	Per M \$75	Per M \$50	Pr M \$40	Per M \$30
	15000	5000	8000	...	...	...	...

KIEFFER PEARS---One Year. Grafted on Branched French Pear Seedlings.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	<i>Fabric</i>	\$100 00
One year, 4 to 5 feet, not branched	<i>Fable</i>	85 00
One year, 3 to 4 feet, not branched	<i>Farmer</i>	70 00
One year, 2 to 3 feet, not branched	<i>Farther</i>	50 00
One year, 1 to 2 feet, not branched	<i>Fathom</i>	30 00

COMPASS--CHERRY--PLUM—One Year. On Americana Plum Stocks.

	Saw	Sadden	Safely	Sage	Sad	Sag
	4 to 6 feet	4 to 5 feet	3½ to 4½ ft.	3 to 4 feet	2 to 3 feet	1 to 2 feet
	9-16 & up	½ to 9-16	7-16 to ¾	¾ to 7-16		
	Per M \$125	Per M 100	Per M \$65	Per M \$50	Per M \$35	Per M \$25
	...	...	2500	3000	3200	900

CHERRY TREES—Two Years. On Mahaleb.

	CIPHER.	Per 1000
Early Richmond, Dyehouse,	1 inch & up, 5 to 7 feet, well bran'd...	<i>Omen</i> \$125 00
	¾ to 1 inch, 5 to 6 feet, well bran'd...	<i>Object</i> 125 00
	¾ to ¾, 4½ to 5½ feet, well bran'd...	<i>Oblong</i> 100 00
	9-16 to ¾, 4 feet and up, well bran'd...	<i>Octave</i> 70 00
	½ to 9-16, 3½ feet and up, well bran'd...	<i>Office</i> 50 00
	3 to 4 feet, branched	<i>Onward</i> 40 00
Montmorency, Royal Duke, Wragg	2 to 3 feet, more or less branched	<i>Order</i> 30 00
	1 inch & up, 5 ft. & up, well bran'd...	<i>Orgie</i> \$125 00
	¾ to 1 in., 4½ ft. and up, well bran'd...	<i>Oblige</i> 125 00
	¾ to ¾, 4 ft. and up, well bran'd...	<i>Obscure</i> 100 00
	9-16 to ¾, 3½ ft. and up, well bran'd...	<i>Observe</i> 70 00
	½ to 9-16, 3 ft. and up, well bran'd...	<i>Obtain</i> 50 00
	3 to 4 feet, branched	<i>Ocean</i> 40 00
	2 to 3 feet, more or less branched	<i>Orbit</i> 30 00

CHERRY TREES—One Year. On Mahaleb.

	CIPHER	Per 1000
Five to six feet	<i>Pride</i>	\$125 00
Four to five feet	<i>Psalm</i>	100 00
Three to four feet	<i>Pry</i>	80 00
Two to three feet	<i>Prudish</i>	60 00

Early Richmond, Dyehouse, Montmorency, Royal Duke.

CHERRY TREES. Two Years. On Mazzard. Grown at Dansville, N. Y.

	CIPHER.	Per 1000
Two years, ¾ & up, 5 to 7 feet, well branched	<i>Picket</i>	\$90 00
Two years, ¾ to ¾, 5 to 6 feet, well branched	<i>Paling</i>	70 00
Two years, 9-16 to ¾, 4 to 5 feet, well branched	<i>Panel</i>	60 00
Two years, ½ to 9-16, 4 to 5 feet, well branched	<i>Parade</i>	50 00
Two years, ¾ to ¾, 3 to 4 feet, well branched	<i>Pshaw</i>	40 00

Black Tartarian

Lambert

Napoleon

Bing

CHERRY TREES. One Year. On Mazzard. Grown at Dansville, N. Y.

	CIPHER	Per 1000
One year, 5 feet & up.	<i>Pack</i>	\$100 00
One year, 4 to 5 feet	<i>Palms</i>	85 00
One year, 3 to 4 feet	<i>Patch</i>	65 00
One year 2 to 3 feet	<i>Pate</i>	50 00

Napoleon

Bing

Lambert

Black Tartarian

PEACH TREES--On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphis, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees One Year, On Peach Stock	Rancor		Ransom		Rather		Rattle		Recite.		Reserve.		Reverend		Render	
	6 to 8 ft.	5 to 6 ft.	4 to 6 ft.	4 to 5 ft.	3½ to 4½ ft.	3 to 4 ft.	2 to 3 ft.	1 to 2 ft.	6 to 8 ft.	5 to 6 ft.	4 to 6 ft.	4 to 5 ft.	3½ to 4½ ft.	3 to 4 ft.	2 to 3 ft.	1 to 2 ft.
	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up	¾ & up
	Pr M \$85	Pr M \$85	Pr M \$75	Pr M \$65	Per M \$50	Per M \$45	Per M \$35	Per M \$25	Per M \$85	Per M \$85	Per M \$75	Per M \$65	Per M \$50	Per M \$45	Per M \$35	Per M \$25
Alexander.....	30	40	120	90	20	8	80	128								
Arp Beauty.....	...	...	...	...	40	...	...	...					
Apex.....	...	...	...	...	...	...	...	...
Beers Smock.....	45	...	...	...	...	...	...	...	
Belle of Ga.....	...	...	...	...	...	...	...	...
Bequet's Free.....	19	50	10	...	40	200	160	55								
Bilyeau Late.....	...	...	...	...	...	...	...	...
Carman.....	...	...	...	...	...	...	...	...
Capt. Ede.....	...	...	...	...	...	...	...	...
Crawford's Late..	...	...	...	...	...	...	...	600								
Champion.....	...	...	...	...	...	...	...	560								
Chair's Choice.....	...	...	...	...	...	...	...	...
Crawford's Early	120	85	...	...	...	...	...	360								
Elberta.....	30000	60000	20000	20000	15000	20000	6000	...								
Emma.....	...	...	...	...	...	...	...	...
Fox Seedling.....	...	...	...	...	...	...	...	...
F. St. John.....	120	...	...	...	...	...	...	...	
Globe.....	...	...	...	...	...	...	...	...
Greensboro.....	50	...	...	...	...	...	...	...	
Goldfinch.....	...	...	...	...	...	...	...	...
(Ea. Elberta)...	...	...	...	...	...	...	...	...
Heath Cling.....	...	...	135	...	...	...	...	...			
Hiley (Ea. Belle)...	2000	4630	1440	...	...	...	...	1300								
Henrietta.....	...	...	...	...	...	...	...	...
Krummel's Late..	...	...	...	...	...	...	...	...
Lemon Cling.....	...	...	...	...	...	25	...	...						
Lovell.....	...	...	...	...	...	...	...	...
Mamie Ross.....	...	...	...	...	...	...	...	...
Mayflower.....	...	...	...	...	...	...	...	...
Mountain Rose.....	...	...	...	...	...	...	...	...
Munson Free.....	...	...	...	...	...	...	400	340								
Munson Cling.....	180	...	...	...	...	...	...	...	
Muir.....	...	...	...	...	...	...	...	400								
Octobel.....	32	...	...	...	...	20	20	20								
Old M. Free.....	145	...	...	...	...	...	...	...	
Old M. Cling.....	130	...	...	...	...	...	...	...	
Orange Cling.....	5	...	50	50	14	...	...	200								
Phillips Cling.....	...	...	...	...	...	...	...	220								
Ray.....	...	...	...	...	...	...	...	...
Rex.....	...	...	...	...	...	...	...	...
Reeve's Favorite..	...	...	...	...	...	...	...	...
Salway.....	...	...	...	...	...	...	...	...
Stump.....	12	30	...	...	...	...	...	35								
Sneed.....	...	10	...	...	...	60	40	40								
Stephens Rarripe	110	430	...	...	...	...	...	60								
Tuskena (Tuscan)	...	...	...	...	...	...	...	30								
Triumph.....	...	...	...	...	...	...	...	80								
Waddell.....	...	...	...	...	...	...	...	...
Wonderful.....	...	...	...	...	...	...	...	...

PEACH TREES. June Buds.

Peach Trees. On Peach. June Buds	Jingle Jacket.		Jargon		Jasper		Jealous		Jeopard		Jersey		Jewel	
	5 to 6 ft.	4 to 5 ft.	3½ to 4½ ft.	3 to 4 ft.	3 to 4 ft.	3 to 4 ft.	2 to 3 ft.	18 to 24 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in
	5 to 6 ft.	4 to 5 ft.	3½ to 4½ ft.	3 to 4 ft.	3 to 4 ft.	3 to 4 ft.	2 to 3 ft.	18 to 24 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in	12 to 18 in
	Pr M \$85	Pr M \$75	Per M \$65	Pr M \$50	Pr M \$45	Per M \$35	Per M \$30	Pr M \$25	Pr M \$25	Pr M \$25	Pr M \$25	Pr M \$25	Pr M \$25	Pr M \$25
Arp Beauty.....	...	...	...	...	...	...	...	...
Belle of Ga.....	...	...	...	...	...	...	...	...
Carman.....	...	...	...	...	...	...	...	...
Champion.....	...	...	80	510	...	60	230	...						
Elberta.....	3000	2500	5000	...	...	35000	20000	30000						
Hiley (Ea. Belle)...	...	...	...	...	...	...	...	...
Mayflower.....	2170	3830	2730	5450	4700	...	625	...						
Salway.....	...	800	165	2120	...	1800	1900	...						

The above is cellar count on peaches, one year, and June Buds, and is final.

APPLE TREES. One Year.

We have a large and handsome block of one year apple grafts for sale this year. See list of varieties given below:

APPLE GRAFTS—One Year. No. 1 Seedlings.

		CIPHER	Per 1000
Five to six feet, little if any branched.....		<i>Proxy</i>	\$100 00
Four to five feet, little if any branched.....		<i>Provost</i>	80 00
Three to four feet, little if any branched.....		<i>Provoke</i>	65 00
Two to three feet, little if any branched.....		<i>Provide</i>	35 00
One to two feet, little if any branched.....		<i>Prove</i>	25 00
Ark. Black	Mackintosh	Rome Beauty	Winter Banana
Baldwin	M. B. Twig	Red Astrachan	Winter Queen
Gano	Northern Spy	Red Limbertwig	Wagener
Grimes Golden	Newtown Pippin	Red June	Winesap
Gravenstein	Ortley	Spitzenburg	Yates
Horse	Popoffs (Liveland	Stayman's	Yellow Transparent
Hackworth	Raspberry)	Shockley	
Jonathan			

APPLE GRAFTS—Two Years.

PRICES ON APPLICATION

Winesap

PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	<i>Patent</i>	\$35 00
Two and three years, 18 to 24 inches.....	<i>Paddle</i>	45 00
Two and three years, 2 to 3 feet.....	<i>Pebble</i>	Sold

ROSES==Field Grown. Budded.

These roses, both root and top, are as fine as can be grown. Our stock is large and the growth is unusually fine.

ROSES. }	Rosette	Robust	Rocket
	No. 1	No. 1½	No. 2
Field Grown. }	Per M \$80	Per M \$65	Per M \$35
Very Fine.			

HYBRID PERPETUALS.

Anna de Deisbach.....	4000	1500	500
Coquette des Alps.....	2000	1000	500
Gen. Jacqueminot.....	5000	2000	...
Gruss an Teplitz.....	...	...	...
Jubilee.....	...	...	...
Mar. P. Wilder.....	1500	1000	...
Magna Charta.....	1700	800	300
Mad. Gab. Luizet.....	1000	500	200
P. C. de Rohan.....	1500	700	300
Paul Neyron.....	20000	5000	...
Frau Karl Druschki (Snow	20000	4000	...
Queen.....			
Ulrich Brunner.....	...	...	...

MOSSES.

Crested Moss.....	...	200	...
Henry Martin.....	...	400	...
Salet.....	...	200	...
White Bath.....	...	...	...

BUDDED ROSES—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 24 to 30 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting

We have some very fine lots of two years old apple grafts grown for us on contract in Washington, Kansas and Oklahoma, consisting of a large list of leading varieties, in sizes from one-half inch upward. We must close these out this season and are willing to make inviting prices to any one interested in either lot. Have also a fine block of two years old Kieffer pear grafts in Oklahoma which we will sell in assortment with apples or alone as may be wanted. Full descriptions of the different lots, showing varieties, sizes and prices, will be given upon request.

KUDZU VINE.

We are offering about 25,000 first-class plants of the Kudzu Vine (*Pueraria Thumbergiana*) grown by us this year from imported seed. The roots will average a foot in length and the stems from 4 to 5 feet.

The Kudzu Vine is hardy, grows with remarkable rapidity---from 40 to 60 feet in a single season after the root is well established---and its foliage, consisting chiefly of very large leaves, is luxuriant and healthy. It is now being extensively planted both in the North and South to cover arbors and verandas. In the North the plant dies to the ground in the winter.

Prices given on request.

HUNTSVILLE WHOLESALE NURSERIES,

Huntsville, Ala.

January 5, 1912.

Unsolicited Testimonials.

NEW MEXICO, March 16, 1911—"Your bill of roses were received in good condition and were satisfactory. I enclose my check to cover same."

MISSISSIPPI, Feb. 18 1911—"Enclosed find check to cover shipment of January 25th. Stock very satisfactory."

OREGON, Feb. 2, 1911—"These trees were an exceptionally nice lot, well rooted, and of course your grading is always all right."

COLORADO, Feb. 11, 1911—"Now. Mr. Heikes, what I want to do is this: I must have for my own planting some Wragg, and why especially so that I come to you is from the simple fact if you sell me Wragg, I will get them."

TEXAS, Jan. 29, 1910—"Stock arrived in fine condition and all O. K."

NEW YORK, Jan. 14, 1911—"Many thanks for the sample of roses just in which will be convenient to have as samples of your excellent stock."

TEXAS, April 5, 1910—"Everything I got from you was exactly what I ordered and better. If you only had for sale all the varieties we need here in the South I would surely buy nowhere else a single tree. Will need again quite a lot of trees for next Fall."

NEW YORK, March 6, 1910—"Stock arrived this A. M. Have opened two boxes and they are fine. All up to grade."

UTAH, Dec. 15, 1910—"The pear and apple received and checked out O. K. and pleased to advise that they are all very satisfactory."

MISSISSIPPI, Dec. 16, 1910—"Trees received and opened up in good shape, thanks for promptness. Check enclosed to cover same."

OKLAHOMA, Dec. 13, 1910—"The 4000 peach trees ordered were received in fine condition and, as usual, the grade and quality better than we can buy elsewhere. Think we will turn you another order soon."

GEORGIA, Dec. 19, 1910—"The trees came to hand all O. K. I have never seen a finer, cleaner lot of trees. Not a single borer in them and not a crown gall."

VIRGINIA, Dec. 12, 1910—"Enclosed find check for \$62.00, amount due you on nursery stock. These were certainly fine yearling apple."

NURSERYMEN'S CALIPER— $\frac{2}{3}$ SIZE.

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be add. d. For sale by dealers in nurserymen's requisites, or orders may be sent direct to



HUNTSVILLE WHOLESALE NURSERIES, Huntsville, Ala.

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees; if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows:

Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.